

## Message Text

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14

ORIGIN COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 CAB-02 CIAE-00 DODE-00

DOT-00 INR-07 NSAE-00 FAA-00 L-03 EUR-12 IO-10 NEA-10

SS-15 NSC-05 PA-01 USIA-06 PRS-01 SP-02 /088 R

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COM/BIC/OED/OBOD/R.E.COHEN

STATE/AF/W/M.WALTER(SUBSTANCE)

----- 056689

R 252354Z JUN 75

FM SECSTATE WASHDC

TO AMEMBASSY NOUAKCHOTT

C O N F I D E N T I A L STATE 150311

E.O. 11652: GDS

TAGS: BDIS, EAIR, MR

SUBJECT: HUGHES AIR WEST/AIR MAURITANIA

REF: NOUAKCHOTT 1146; STATE 140641

1. EXTENSIVE DISCUSSIONS HELD WITH IRVING TAGUE, VICE PRESIDENT AND GENERAL MANAGER, HUGHES AIRWEST AND HIS OPERATIONS VICE PRESIDENT, ALTMAN BY DIRECTOR, OVERSEAS PRODUCT SALES GROUP AT COMMERCE (BIC). THESE DISCUSSIONS HELD BOTH BEFORE AND AFTER THEIR MEETINGS WITH DIRECTEUR GENERALE OF AIR MAURITANIE. FOLLOWING FURNISHED BY AIRWEST SUBSEQUENT TO MEETINGS:

A. CURRENT CONTRACT AMENDED ALLOWING AIRWEST TO PROVIDE ADDITIONAL PERSONNEL UNTIL JAN. 1, 1976 IN ORDER TO ADEQUATELY STAFF THE PROGRAM.

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B. AIRM HAS REQUESTED AIRWEST OFFER BID FOR MORE COMPRE-

HENSIVE MAINTENANCE PROGRAM EFFECTIVE JAN. 1976, THIS TO EMBRACE ADDITIONAL SUPPORT, I.E. SUPPLYING ENGINES, PROPELLORS, ETC. INCLUDES, ITEMS NOT INCLUDED IN INITIAL CONTRACT.

C. AIRWEST (RW) HAS NOT FAILED OR DEFAULTED IN ANY OTHER

CONTRACT IN THE WORLD AND HAS NO INTENTION OF SO DOING IN MAURITANIA.

D. ORU VP OPERATIONS HAS ARRANGED WITH DIRECTEUR GENERALE TO BE IN NOUAKCHOTT MID-SEPTEMBER TO REVIEW RESULTS OF ADDITIONAL PERSONNEL AND POSSIBLY CONSUMMATE COMPREHENSIVE MAINTENANCE AGREEMENT.

2. THE FOLLOWING QUOTED FROM TELEX RECEIVED FROM TAGUE:  
QUOTE CONFIDENTIAL PLEASE:

A CONCERTED EFFORT BY FRENCH PILOTS TO HAMPER MAINTENANCE PROGRAM HAS BEEN CONTINUOUS FROM ONSET TO DATE. PRINCIPAL LEADER THIS PROGRAM HAS JUST RESIGNED FROM AIR MAURITANIE; WHICH MAY IMPROVE SITUATION. PRESENT MAINTENANCE PROGRAM AGREED TO BY VERITAS IS NOT TRUE PROGRESSIVE MAINTENANCE AND STILL REQUIRES ADDITIONAL WORK IN CONCENTRATED AMOUNTS, NEITHER NECESSARY NOR ANTICIPATED UNDER NORMAL FAA APPROVED PROGRESSIVE MAINTENANCE PROGRAM. HAVE SOLICITED SUPPORT FOR FAA SURVEILLANCE FROM THE FAA, AMERICAN EMBASSY IN MAURITANIA, AND AIR MAURITANIE. IN ORDER TO ACHIEVE, IT APPEARS REQUEST MUST STEM FROM MAURITANIAN GOVERNMENT. THIS HAS NOT BEEN FORTHCOMING IN SPITE OF FACT THAT CONTRACT THEY SIGNED ANTICIPATES SAME. COMPETENCE LEVEL OF AIR MAURITANIE OPERATING, MARKETING AND SERVICE PERSONNEL EXTREMELY LOW, DIRECTEUR GENERALE APPEARS BASICALLY COMPETENT BUT ONLY OTHER KNOWLEDGEABLE SUPPORT IS AVAILABLE FROM TWO UTA PERSONNEL, WHETHER INABILITY TO SECURE ADEQUATE STAFF OR TRAIN PERSONNEL STEMS FROM IGNORANCE OR POLITICAL PROBLEM IS UNCLEAR. THE FACT REMAINS, WE HAVE OFFERED 3 MONTHS TRAINING COURSE TO DIRECTEUR OF OPERATIONS, 2 MONTHS TRAINING COURSE TO DIRECTEUR GENERALE, 2 MONTH COURSE TO DIRECTOR OF STATIONS, CONFIDENTIAL

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AT NO COST TO AIR MAURITANIE, OTHER THAN LIVING EXPENSES. THIS OFFER OUTSTANDING SINCE JAN. 1974 BUT HAS NOT BEEN EXERCISED BY AIR MAURITANIE. WE HAVE TRAINED F-27 PILOTS BUT HAVE NOT BEEN CALLED IN FOR RECURRENT TRAINING NOR ROUTE CHECK. RECENT INFORMATION INDICATES AIRLINE COSTING TECHNIQUES INADEQUATE RESPECTING EQUIPMENT AMORTIZATION, CHARTER RATES. MARKETING PROGRAM VERY LIMITED - ALMOST NON-EXISTENT.

BELIEVE COMPREHENSIVE TRAINING PROGRAM WOULD BE BENEFICIAL  
IN ALL AREAS OF AIRLINE MANAGEMENT AND OPERATION. SUCH  
TRAINING WOULD BE HELPFUL TO RW SINCE NO UNDERSTANDING NOW  
EXISTS OF FULL BENEFITS AND ECONOMIES OF COORDINATED  
AIRLINE FUNCTION.

SHOULD THERE BE DETERMINATION THAT A COMPREHENSIVE TRAIN-  
ING PROGRAM WOULD BE VALUABLE TO AIR MAURITANIE, RW WOULD  
APPRECIATE THE OPPORTUNITY TO BID ON CONDUCT OF SUCH  
TRAINING. SHOULD CIRCUMSTANCES BRING AMBASSADOR OR CHARGE  
D'AFFAIRES TO U.S. PRIOR TO MID-SEPTEMBER, MYSELF OR OUR  
VP-OPERATIONS WOULD APPRECIATE OPPORTUNITY TO CONSULT WITH  
THEM AT THEIR CONVENIENCE.

IRVING T. TAGUE, GENERAL MANAGER, HUGHES AIRWEST  
SAN MATEO, CA. UNQUOTE. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
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**Concepts:** AIRCRAFT, INDUSTRY, REPORTS, CIVIL AVIATION, CONTRACTS  
**Control Number:** n/a  
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**Draft Date:** 25 JUN 1975  
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**Disposition Authority:** greeneet  
**Disposition Case Number:** n/a  
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**Disposition Date:** 28 MAY 2004  
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